

# **Criteria for Nomination**

## **Small Business Person of the Year**

Criteria: Staying Power (history as an established business); Growth in number of employees-(impact of business on job market); Increase in sales and/or unit volume-(continued growth); Current and Past Financials-(improved position last 3 years); Innovativeness of product/service-(creativity/imagination of nominee); Response to adversity-(Problems faced and how they were resolved); Evidence of contributions to community-oriented projects (evidence of personal time and resources).

## **SBA Young Entrepreneur of the Year**

Under age 30 on June 1, 2005; Evidence of success as measured by sales and profits-(Profit and Loss Statements and Balance Sheets for past 3 years); Increased employment opportunities created by nominee's business; Development and/or utilization of innovative or creative business methods; Demonstrated entrepreneurial potential necessary for long term business success and economic growth.

## **Small Business Exporter of the Year**

Criteria: Increased sales, profits and/or growth of employment because of exporting-(Profit and Loss Statement and Balance Sheets for 3 years); Creative overseas marketing strategies; Effective solutions to export-related problems; Demonstrated encouragement of other small businesses to export; Voluntary assistance to other small businesses entering the export market; Cooperation with other firms in creation of export trading companies and/or introduction of unique trading relationships, products or services.

## **SBA Family-Owned Small Business of the Year**

Criteria: Family-owned and operated business which has been passed on from one generation to another. Nominee must have served as a majority owner/operator or bear principal responsibility for operating a small business with at least a 15-year track record. Evidence of success (profit and loss statements and balance sheets past 3 years); Increased employment opportunities for family members and non-family members; Demonstrated potential necessary for long-term business success and growth; Voluntary efforts to strengthen family-owned businesses in the community.

## **Minority Small Business Champion**

Criteria: Voluntary efforts beyond business/professional services; Efforts to improve condition in minority small business community; Voluntary professional services to the minority small business community; Accomplishments in advising minority small business groups of opportunities within overall business community; Other accomplishments demonstrating nominee's merit as an effective advocate.

## **Women in Business Champion**

Criteria: Active support for legislative or regulatory action to help small business; Efforts to increase business and financial opportunities for women. Legal, financial or managerial assistance provided to enhance women's business ownership; Voluntary efforts to strengthen the role of women business owners; Advocacy of the women-owned business community as a whole, not solely for individual personal advancement; Other accomplishments demonstrating effectiveness in improving the environment for the creation and expansion of businesses owned and operated by women.

## **Veteran Small Business Champion**

Criteria: Active support for legislative or regulatory action to help small business; Evidence of increased business opportunities for veterans as a result of nominee's actions; Advisory activities to improve awareness among veterans groups of small business opportunities; Advocacy of special consideration for veterans in government small business policy making; Effective support within the community for the establishment of veteran-owned small businesses; Other accomplishments demonstrating the nominee's effective advocacy of veteran-owned small business.

## **Financial Services Champion**

Criteria: Outside of regular business duties, the amount and quality of assistance given small businesses to obtain financing; Advocacy of changes in the financial services industry to assist small companies; Encouragement of the flow of investment capital to small ventures; Active support for legislative or regulatory action designed to help small firms; Other significant contributions through the financial services or accounting industries to advance small business interests.

## **Home-based Business Champion**

Criteria: Volunteering time and energy to improve the conditions for home-based businesses; Engaging in entrepreneurial training, policy development efforts, or financial or business planning specifically tailored for home-based businesses; Demonstrated interest in home-based business as an owner or former owner; Measurable accomplishments in advancing home-based businesses, such as adoption of public policy or expansion of a program.

## **Small Business Journalist of the Year**

Criteria: Concerted efforts to increase public understanding of the importance of small business contribution to the economy; Contribution of news and feature stories, editorials, columns and commentary that highlight and analyze small business issues; Voluntary community service aimed at enhancing small business opportunity and growth; Other achievements that exemplify the nominee's media effort to improve the understanding of small business' role in the economy.